



 **CSquared**

Office Agency

PROFILE



Name: Allan Lloyd

Job Title: Partner

Short Bio: Partner in Charge of Occupational & Investment Agency

Forward

In an ever changing landscape expert advice is paramount. We pride ourselves on knowing our markets. There is a weight of expectation that through 2020 the UK office market will undergo a transformative process towards more flexible leases and more transient and dynamic working environments.

CSquared work on the front line, deeply emerged in our core markets, which means that through our technical acumen, unrivalled market knowledge and best in class marketing platforms, we are well placed to deliver outstanding results on behalf of our clients.

Whether you are seeking to acquire or dispose of commercial premises we are able to assist, and work collaboratively with Building Consultancy, Lease Advisory and management teams to maximise returns and minimise risk.

SERVICES

Letting

"Most people think that "selling" is the same as "talking". But, the most effective salesperson knows that listening is the most important part of their job".

At CSquared, firstly listen to our clients; to interpret what drives them, as no two clients are the same. We host properties on a variety of the leading leasing platforms as well as using SEO, social media and leading CRM and data management software. We pride ourselves on our creative thinking to provide outstanding solutions that are, most importantly, aligned with our clients core objectives.

Freehold acquisition and disposal

"He is not a full man who does not own a piece of land" Hebrew proverb

With most commercial property held as investment, it is rare that a premises comes available with vacant possession. We hold comprehensive ownership databases, and use land registry and business rate data to identify off market opportunities. Our agents are active in the markets we operate within and can advise on likely achievable terms and provide detailed advice on market activity, strategic advice as well as condition surveys, planned preventative maintenance reporting and full management services.

Tenant representation

"Success is what happens after you have survived your mistakes."

We find the most significant error 'non-represented' tenants make is to view acquisition against whether the business can afford the overhead, rather than whether the terms are appropriate in the context of the market. We use our market knowledge to achieve optimal results for clients.

If exiting from a premises, timing is critical, whether through service of break clause or lease expiry, the timeline is paramount to effect a smooth transition.

Dilapidation Liability is also a significant implication and consideration as to whether exit through assignment or sublet might be more appropriate.

Following the scheduling of on and off market opportunities we identify suitable solutions and arrange and accompany site visits. Our expertise in the occupational markets mean that we can minimise costs, not only on rent, but also reduce risk through lease flexibility, but also to mitigate risks in a variety of areas.



The New Church, Henry St, Bath – sold VP

Retained client Deloitte instructed CSquared to dispose of their Bath premises by freehold sale. The property was available for £1.4m and sold 'in lockdown' for £1.35m, which reflects .c£350psf. The offices combine a period façade and open plan floor plates, some 2 minute walk from Bath Spa Railway Station.



Queen Square House - let

CSquared have provided leasehold agency services, as well as Lease Advisory and management with all but one of the tenants being replaced on improved terms, since appointment.



30 Brock Street, Bath - let

Let at a record rent for period offices in the South West, 30 Brock Street is a unique office environment renovated in 2018 to an exacting standard. CSquared let the offices at £28psf net effective to a single tenant, on 1 month rent free.



Newark Works, Bath

This 45,000 sq ft development at Newark Works is set to be one of the most exciting office developments to be brought forward in Bath in a generation. The building will offer occupiers a unique opportunity to work in a building with industrial heritage which is a side step from the period charm often offered in the converted Georgian town houses elsewhere in the city.

Coming soon

MEET THE TEAM

Team Department



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